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Message Text

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47
ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/MEPD/JLSMITH/LW
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COM/BIC/OED/MEPD/JRANDOLPH
COM/BIC/OED/MEPD/JHEAGEN ACT DIR
COM/BIC/OIM/RHUMBERT (INFO COPY)
AF/W/WRAMSAY
---------- 008665
P 241654Z NOV 75
FM SECSTATE WASHDC
TO AMEMBASSY ABIDJAN PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, IV

SUBJECT: MAJOR PROJECTS: ROAD AND HOUSING CONSTRUCTION

1. COMMERCE MAJOR PROJECTS HAS BEEN APPROACHED BY MR. IBSEN METOUA NOUTOY, DIRECTOR-FOUNDER, ECOLE NOUVELLE IVOIRIENNE AND PDG - SOCODERDA, B.P. 2443, ABIDJAN, TELEPHONE 37-42-92, 37-44-66. METOUA CLAIMS HAVE LOCK ON APPROXIMATELY $300 MILLION ON ROAD (220KM DIVIDED HIGHWAY SAN PEDRO-NARO-TABOU-LIBERIA AND OUAGOLODOUGO-MALI FRONTIER) AND HOUSING CONSTRUCTION CONTRACTS. NOW NECESSARY FOR HIM REACH AGREEMENT WITH A U.S. CONTRACTOR SINCE, IT WOULD APPEAR, HE PREQUALIFIED FOR THESE PROJECTS BY STATING HIS COMPANY WOULD CARRY OUT WORK IN CONSORTIUM WITH AMERICAN FIRM. METOUA IS, NATURALLY, ANXIOUS LOCATE RIGHT COMPANY. AFTER WE DISCUSSED MATTER CANDIDLY WITH FOUR REPUTABLE FIRMS THAT MIGHT BE INTERESTED, BELIEVE HIS CHANCES SLIM OF CONCLUDING AGREEMENT WITHOUT ADDITIONAL BONA FIDES. DOCUMENTS WHICH METOUA SHOWED US INDICATE HIS FIRM IS SHORTLISTED FOR COMPETING AGAINST SIXTEEN OTHER
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GROUPS FROM FRANCE, ITALY, AND KOREA. WHEN WE SUGGESTED

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THAT KOREAN CONTRACTORS (FOR EXAMPLE) ARE DIFFICULT TO
UNDERBID, METOUA INDICATED THAT PRICE WAS OF LITTLE

CONSEQUENCE SINCE HIS POLITICAL CONNECTIONS ASSURED HIM
OF SUCCESS ONCE PARTNER HAD BEEN FOUND.

2. WOULD APPRECIATE EMBASSY'S OPINION ON WHETHER
METOUA REALLY ABLE DELIVER ON SOME OF HIS CLAIMS. EARLY
REPLY APPRECIATED SINCE WE HAVE NO IDEA HOW LONG HE WILL

REMAIN IN COUNTRY. EXEMPT FROM AUTOMATIC DECONTROL. KISSINGER

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